

**Middle East  
Business  
Information  
Center**



## **Compliance with Export Controls**

When exporting to the Middle East, it is important to know your trading partner. The United States maintains sanctions on a number of markets in the Middle East, regulates the exports of certain products, and prohibits dealings with certain companies and individuals.

A number of different U.S. Government offices can assist you in ensuring that proper procedures are being followed and your transactions are being carried out in an appropriate manner. **One of the first places to start is with the U.S. Department of Commerce's Trade Information Center (1-800-USA Trade [800-872-8723]) and its article, [Export Controls: Technical Advice for U.S. Exporters](#).** The Trade Information Center can also answer questions concerning documentation, laws, etiquette, events, and many more topics.

### ***Trade Restriction/Controls***

#### Export Licensing

The Bureau of Industry and Security (BIS) is responsible for implementing and enforcing the Export Administration Regulations (EAR), which regulate the export and re-export of most commercial items. We often refer to the items that BIS regulates as "dual-use" - items that have both commercial and military or proliferation applications - but purely commercial items without an obvious military use are also subject to the EAR.

The EAR does not control all goods, services, and technologies. Other U.S. government agencies regulate more specialized exports. For more information on export controls and licensing, please visit the [U.S. Department of Commerce, Bureau of Industry and Security](#) (BIS) website, especially its section on [Compliance and Enforcement](#).

BIS has also developed the following helpful links:

1. [Commerce Department Export Controls](#)
2. [Know Your Customer Guidance](#)
3. [Watch for Red Flags](#)

#### Sanctioned Countries

The [Office of Foreign Assets Control \("OFAC"\)](#) of the US Department of the Treasury administers and enforces economic and trade sanctions based on US foreign policy and national security goals against targeted foreign countries, terrorists, international

narcotics traffickers, and those engaged in activities related to the proliferation of weapons of mass destruction.

There are a number of states in the Middle East with which the United States has sanctions. Some of these sanctions are much more comprehensive than others. OFAC provides helpful materials and advice regarding the nature of these sanctions and guidelines for conducting business. Countries in the Middle East that have sanctions imposed upon them include:

Iran

- [Overview of Sanctions](#)
- [Guidelines and Information](#)

Iraq

- [Overview of Sanctions](#)
- [Guidelines and Information](#)

Libya

- [Overview of Sanctions](#)
- [Guidelines and Information](#)

Sudan

- [Overview of Sanctions](#)
- [Guidelines and Information](#)

Syria

- [Overview of Sanctions](#)

Entities/Individuals

Both BIS and OFAC place restrictions upon numerous entities and individuals. When trading with a foreign party, it is always important to check these lists.

[Denied Persons List](#)

[Unverified List](#)

[Office of Foreign Assets Control Specially Designated and Blocked Persons Lists](#)

[Special Entities List](#)

[Debarred Parties List](#)

Related Offices:

[Commerce - Bureau of Industry and Security](#)

[Treasury - Office of Foreign Assets Control](#)